

Message Text

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72

ACTION OIC-04

INFO OCT-01 AF-10 ISO-00 IO-14 SWF-02 AGR-20 ACDA-19

DLOS-07 COA-02 DOTE-00 AEC-11 AID-20 CEA-02 CIAE-00

CIEP-02 COME-00 DODE-00 EB-11 FEA-02 FPC-01 H-03

INR-10 INT-08 L-03 NSAE-00 NSC-07 OMB-01 PM-07 RSC-01

SAM-01 SCI-06 SP-03 SS-20 STR-08 TRSE-00 DRC-01 /207 W

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R 261459Z APR 74

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 3719

UNCLAS LAGOS 3527

E.O. 11652: N/A

TAGS: ENRG, BEXP, TECH, NI

SUBJ: OFFSHORE TECHNOLOGY CONFERENCE, HOUSTON MAY 6-8

REFS: STATE 006636,

LAGOS 0424

STATE 022861,

STATE A-1979

SUMMARY. EMBASSY HAS WIDELY PUBLICIZED SUBJECT CONFERENCE IN NIGERIA. AT LEAST TWO GOVERNMENT OFFICIALS WILL ATTEND, BUT DIFFICULT FORETELL WHO WILL REPRESENT COMMERCIAL FIRMS. END SUMMARY.

1. IN RESPONSE REFS AND OTHER MESSAGES, EMBASSY MAILED OFFSHORE TECHNOLOGY CONFERENCE (OTC) BROCHURES TO 52 FIRMS ENGAGED OR INTERESTED SOME ASPECT OFFSHORE EXPLORATION AND PRODUCTION. EMBASSY REPRODUCED AND INCLUDED PRODUCT LISTS RECEIVED IN ACCORDANCE WITH STATE 023551, USDOC 3452, AND USDOC 4850. USIS DISTRIBUTED PRESS RELEASE ABOUT OTC. SEVERAL FIRMS WILL BE REPRESENTED AT CONFERENCE, BUT FEW HAVE YET RESPONDED TO EMBASSY REQUEST FOR NAMES OF PARTICIPANTS.

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WM EMBASSY NEVER RECEIVED PERSONAL INVITATIONS FOR TRANS-MISSION TO TOP GOVERNMENT OFFICIALS IN ACCORDANCE WITH LAGOS 0424, STATE 022861, AND LAGOS 1593, BUT BROCHURES WERE DISTRIBUTED TO MINISTRY OF MINES AND POWER AND NIGERIAN NATIONAL OIL CORPORATION. MINISTRY PERMSEC ASIODU MIGHT BE IN US AT TIME OF OTC (SEE LAGOS 3341). TWO OTHER MINISTRY OFFICIALS (UDOFIA AND UZODIKE) WILL ATTEND OTC DURING INTERNATIONAL VISITOR TOURS INTENTIONALLY SPONSORED BY DEPARTMENT (CU) AT TIME OF OTC. THEY SHOULD BE GIVEN FACILITATIVE COURTESIES AND INTRODUCED TO MAXIMUM NUMBER OF APPROPRIATE CONTACTS (SEE LAGOS 3051 AND USDOC 5912).

3. MR. S.G. WOOD, AMERICAN MANAGING DIRECTOR OF TRANS-AFRICA ENGINEERING LTD. (ONE OF THE LARGES OILFIELD EQUIPMENT FIRMS IN NIGERIA: SEE WTDR CONTAINED LAGOS 3464), WILL ATTEND OTC AND CONTACT A NUMBER OF THE COMPANIES IDENTIFIED BY DOC. MR. WOOD ADVISES THAT TRANS-AFRICA IS ALREADY DEALER FOR SOLAR DIVISION OF INTERNATIONAL HARVESTER WHOSE LITERATURE SENT EMBASSY BY DOC.

4. VERY INTERESTED IN LITERATURE PROVIDED BY EMBASSY (FOR A-Z TOOLS, BOWEN TOOLS, B.F. GOODRICH, N.S.W. CORPORATION, SNAP-ON TOOLS, AND VARCO INTERNATIONAL) IS GROUP OF COMPANIES OWNED BY NIGERIAN BUSINESSMAN HOPE HARRIMAN (NO CURRENT WTDR). MR. HARRIMAN MAY ATTEND OTC AS DIRECT RESULT OF DOC PROMOTION, BUT, IN CASE HE DOES NOT, SUGGEST NAMED COMPANIES FOLLOW UP BY WRITING MR. J.M. SECTON, GENERAL MANAGER, OHA ENTERPRISES LTD., P.O. BOX 292, SAPELE, MIDWEST STATE, NIGERIA.
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Message Attributes

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